



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN ARIZONA

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in ARIZONA (Fiscal Year 1999 thru 2003)

Companies Supported:	76
Communities Supported:	17
Value of Exports Supported:	\$210 million
Value of Exports Supported - FY 2003:	\$ 23.5 million

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Alaska, Northern California, Arizona, Idaho, Oregon

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Ex-Im BANK SUCCESS STORIES

Mobility Electronics Inc., of **Scottsdale, Arizona**, was approved in June for a \$750,000 working capital loan from Bank of America in Miami that was guaranteed by Ex-Im Bank. The loan assisted Mobility Electronics in selling portable computer accessories to private buyers in **France, Germany, and the United Kingdom**. The expected export value of the sale was \$12 million and is expected to maintain 45 jobs. Mobility Electronics was founded in 1995.

Ironite Products Company, of **Scottsdale, Arizona**, first purchased an Ex-Im Bank short-term insurance policy in 1998 and another one in June 2000 valued at \$250,000. The policy covered the shipment of new soil enhancing products overseas. Private buyers in seven countries, including the **United Kingdom, Argentina, Italy, and the Dominican Republic**, purchased the natural soil supplements and fertilizers offered by Ironite with various open account credit terms. The Ex-Im Bank insurance policy removes the worry for Ironite about repayment and, with the policy, the company has seen a volume of almost \$350,000 in export sales. A small business with seven employees, Ironite Products has been selling environmentally safe fertilizers and soil supplements since 1978.

Unilec Corp., dba Presco, of **Scottsdale, Arizona**, is currently using a \$350,000 Ex-Im Bank short-term insurance policy to sell new electrical supplies to **Mexico**. The company has been using Ex-Im Bank policies since 1988, seven years after it was founded. The policies allows Unilec to offer various repayment options to the foreign buyers, helping to increase its sales. Unilec is a small business with 29 employees and has seen a sales volume of \$266,000 with the current Ex-Im Bank insurance policy.

Fertilizer Company of Arizona, in **Casa Grande, Arizona**, is a small-business distributor of agricultural fertilizer, seed, and chemicals that has been exporting to **Mexico** with the help of Ex-Im Bank's short-term insurance. In addition to protection against buyer default, Ex-Im Bank's insurance enables the company to have its receivables from Mexican sales included in its borrowing base at the company's bank. Over the past three years, the company's exporting activity has doubled, which has helped to sustain employment.

Watson Refrigeration Company, in **Tucson, Arizona**, is a small, family-run supplier of industrial refrigeration equipment and systems that has a broad customer base in **Mexico**. The company has several customers, including produce growers and storage facilities, that have used Ex-Im Bank's loan guarantees to fulfill their business projects. "Financing traditionally has been poor in Mexico, with the interest rates being very high. Ex-Im Bank's financing makes a big difference to our customers because it allows them to plan and implement their projects, resulting in a market for our services and products," said Nancy Watson, the company's secretary and treasurer. Due to the expanded exports, the company has added several new staff members.